

Mote Marine Laboratory, Inc.

Project Title: Mote SEA Multi-Purpose Room: Construction

Grant Number: 23.c.cf.300.208

Date Submitted: Friday, May 28, 2021

A. Applicant Profile Page 1 of 13

Applicant Information

- a. **Organization Name:** Mote Marine Laboratory, Inc. 
- b. **DBA:** Mote Marine Laboratory & Aquarium
- c. **FEID:** 59-0756643
- d. **Phone number (with extension if applicable):** 941.388.4441
- e. **Principal Address:** 1600 Ken Thompson Parkway Sarasota, 34236-1004
- f. **Mailing Address:** 1600 Ken Thompson Parkway Sarasota, 34236-1004
- g. **Website:** www.mote.org
- h. **Organization Type:** Nonprofit Organization
- i. **Organization Category:** Other
- j. **County:** Sarasota
- k. **DUNS number:** 079194080
- l. **Fiscal Year End Date:**

1. Grant Contact *

First Name

Karen

Last Name

Stults

Phone

941.388.4441

Email

kstults@mote.org

2. Chief Financial Officer for the Applicant *

First Name

Deb

Last Name

Allen Schultz

Phone

941.388.4441

Email

dallenschultz@mote.org

3. Official with Authority to contract for the Applicant ***First Name**

Michael

Last Name

Crosby

Phone

941.388.4441

Email

donna@mote.org

4. Official with Authority to contract for the Property Owner ***First Name**

Daniel

Last Name

Bebak

Phone

941.388.4441

Email

danbebak@mote.org

5. National Endowment for the Arts Descriptors**5.1. Applicant Status**

Organization - Nonprofit

5.2. Institution Type

Other Museum

5.3. Applicant Discipline

Interdisciplinary

B. Introduction Page 2 of 13

1. What is the legal status of the applicant *

- Public Entity
- Nonprofit, Tax-Exempt
- Other (not an eligible response)

2. Applicant Mission Statement *

Mote Marine Laboratory and Aquarium (Mote) is an internationally recognized marine research organization dedicated to the advancement of marine and environmental sciences through research, education and public programming, leading to new discoveries, revitalization and sustainability of our oceans and greater public understanding of marine resources. Mote Marine Laboratory is home to more than 20 marine research programs while Mote Aquarium serves as an informal science education center, helping audiences become more ocean literate and environmentally aware. Mote endeavors for its research to have a positive impact by benefitting and engaging local, national and international communities as citizen scientists.

3. Describe the facility that you will acquire, renovate or build:

3.1. Is the cultural facility?: *

A purpose-built or single use facility that will solely be used for the programming, production, presentation, exhibition of any of the arts and cultural disciplines (Section 265.283(7), Florida Statutes) at least 85% of the time. These disciplines include music, dance, theatre, creative writing, literature, architecture, painting, sculpture, folk arts, photography, crafts, media arts, visual arts, and programs of museums. You must provide documentation of your organization's mission and arts and cultural programming as an attachment. See Guidelines: Attachments and Support Materials. This type of facility includes theatres, performance centers, museums (including, aquariums, botanical gardens, history centers, zoos, etc.) and art centers. The maximum request amount for this type of facility is \$500,000.

A multi-purpose facility that will be used for the programming, production, presentation, exhibition of any of the arts and cultural disciplines (Section 265.283(7), Florida Statutes) LESS than 85% of the time. These disciplines include music, dance, theatre, creative writing, literature, architecture, painting, sculpture, folk arts, photography, crafts, media arts, visual arts, and programs of museums. You must provide documentation of your organization's mission and arts and cultural programming as an attachment. See Guidelines: Attachments and Support Materials. This type of building includes community centers, recreation centers, civic centers and municipal buildings. The maximum request amount for this type of facility is \$200,000. Project costs must be directly related to the arts and cultural portion of the facility.

3.1.1. If the facility is a multi-purpose building, describe the OTHER activities that take place in the facility.

N/A

3.2. How many days per week/hours per day is this facility open to the public? *

Mote SEA will be open 7 days per week and 365 days per year. Programming will occur 10 hours per day.

3.3. How many of the days per week/hours per day that the facility is open are arts and cultural programming, production, and administration taking place?* *

Mote SEA will be open 7 days per week and 365 days per year. Programming will occur 10 hours per day.

3.4. Describe the types of arts and cultural programming, production, and administration that take place within the facility. *

Mote Marine Laboratory and Aquarium is dedicated to raising marine conservation awareness by providing impactful experiences that educate the public on our shared ocean resources, inspire awe of marine environment and its inhabitants, and create a more ocean-literate society. To that end, Mote offers a variety of public programming including kayak tours exploring Sarasota Bay, a Speaker's Bureau providing programming for community groups and businesses, and Mote's Special Lecture Series which showcases the work of visiting scholars and Mote scientists providing the general public with opportunities to engage with new content and interact with exhibits. Currently offered in Mote Aquarium's "Wave Center," this popular series sells out each year and will be even more popular - and able to serve much larger audiences - once it is being

offered in the new Multi-Purpose Room at Mote SEA.

Mote also uses its multi-purpose space also hosts temporary exhibits that help to diversify programming and bring in new audiences. Recent past examples include: Wild Kratts®: Ocean Adventure!—a new exhibit created by Minnesota Children's Museum and the creators of the top-rated PBS Kids TV series "Wild Kratts®," Savage Ancient Seas®, the only traveling exhibition featuring the marine fossil world of the Late Cretaceous Period, and Washed Ashore, a powerful art exhibit that teaches environmental conservation and sustainability through beautifully designed and well-crafted giant sea life sculptures made entirely of marine debris.

Mote's Education Division designs and delivers education programs that promote inclusivity and increase the representation of diverse voices and participation in science. Programs are developed using proven teaching strategies to best develop scientific, social, and critical thinking skills that help young minds grow and that are necessary for academic and real world success. Mote offers programming for participants beginning as early as preschool age and eventually preparing those who remain interested in the sciences for academic study or careers in STEM fields. Programs range from Shark Pups and Grown-ups for ages 2-5, camps for k-12, and homeschool programming, to high school and college internships and post-doctoral fellowships. Mote also offers Lifelong Learning programs for adults that cover topics such as Florida Coastal Habitats and Red Tide and Environmental Health.

3.5. Who is responsible for the programming, production, and administration of the arts and cultural activities of the facility? Is there a qualified professional expert in the subject matter on staff either paid or volunteer? What are their qualifications? *

The following Mote employees will all play a key role in programming at Mote SEA.

Evan Barniskis, Associate Vice President for Mote Aquarium, has been at Mote for over 15 years and will oversee the daily operations of Mote SEA, including guest services, exhibits, and animal husbandry. Evan has a B.S. in Biology and an M.B.A. Before becoming AVP of Mote Aquarium, Evan gained experience in various aspects of aquarium operations, previously having worked as a Senior Aquarist, Departmental Manager of Fish and Invertebrates, Offsite Exhibits Supervisor, and Life Support Operator. Evan serves as a Board Member for the Longboat Key Chamber of Commerce and on the Aquarium Affairs Committee for Animal Welfare - Association of Zoos and Aquariums. Evan has volunteered for more than a dozen years with Mote's Sea Turtle Patrol, which monitors endangered sea turtle nests along our local coastline.

Aly Busse, Associate Vice President of Education, has been at Mote for over 10 years and oversees Mote's Education Division, including all Mote Education programs, community outreach, internships, volunteers, and MarSci-LACE interns. Aly has a diverse background in informal science education, including aquariums, museums, and community outreach programs. She has a B.S. in Marine Biology, an M.S. in Secondary Education with a science concentration, and is a PhD candidate in Education Research and Measurement with a concentration in Evaluation. This year Sarasota Magazine honored Aly's leadership by presenting her with its Unity Award. She is also the Chair of the National Association of Marine Laboratories' Education Committee where she spearheads improved strategies for educational excellence at Mote and at nonprofits across the nation.

Elaina Wheaton, Director of Education, has been at Mote for over 6 years and will oversee the Mote SEA Teaching Labs and Educational Engagement Programs. Elaina provides opportunities for people to engage in science and connect with the environment in fun, interactive, and meaningful ways to inspire stewardship for natural resources. She has B.A. in Biology and an M.A. in Communications. Elaina has diverse experience working in aquariums, coastal management, and education. She worked as an Aquarist and Aquarium Diver, an Education Coordinator, Director of Education, and Front of House Manager at UnderWater World and developed environmental literacy curricula for the University of Guam and taught Environmental and Marine Biology at Guam Community College. Elaina also served on the Guam Coastal Management Program as a Special Project Coordinator, developing and implementing a community-based social marketing campaign to prevent wildfires and restore watersheds.

Brad Tanner, Manager of School Programs, has been at Mote for over 17 years and runs outreach and in-house school programs. Brad has a B.A. in Environmental Science and Masters Certificate in Informal Science Education. He has published a clinical marine ecology textbook with McGraw Hill, has traveled worldwide with Dr. Eugenie Clark (Mote's Founding Director) on research excursions for newly identified fish species, and is frequent presenter at many national and Florida conferences on effective marine education practices and the translation of scientific research data for school programs uses for greater student and adult learning enhancement. In his civic and community involvement, he serves on the Executive Board for the Florida Association of Science Teachers (FAST) and is a Past-President of that group. Brad also serves as a volunteer on the Sarasota Bay Estuary Program Citizen Advisory Council.

Hired in 2019, Danielle Mosteller, Director of Membership and Guest Services runs admissions, memberships, and all guest experiences. Danielle has B.A. in Communication and over a decade of diverse experience in guest service. She served as Operations and Admissions Manager for Funplex, Guest Relations Supervisor for the Philadelphia Zoo, and as the Attractions

Lead for Universal Orlando Resort. Danielle also runs the Adopt-An-Animal program which benefits the many species of Mote Aquarium.

In addition, Mote maintains a dedicated corps of more than 1,000 volunteers, many of whom serve as docents and guides at Mote Aquarium; we anticipate this proud tradition of volunteer engagement will continue at Mote SEA.

Mote has four decades of experience operating a successful aquarium and is accredited by the Association of Zoos & Aquariums, proof that it is meeting the highest standards in animal care and welfare, veterinary programs, scientific advancement, conservation, education, and safety. Mote's Education Division has received numerous Pinnacle Awards, the Interactive Video Conference Content Provider Award from the International Society for Technology in Education and was inducted into the CILC Pinnacle Hall of Fame Award for Content Providers. Mote's Associate Vice President of Education, Aly Busse, serves as Chair of the National Association of Marine Laboratories' Education Committee where she spearheads improved strategies for educational excellence at Mote and other presenting institutions across the nation.

4. Cultural Facilities Grant Status *

Yes

No

4.1. If yes, list grant numbers for any open Cultural Facilities and Fixed Capital Outlay grants.

N/A

Request Amount *

\$500,000

6. Project Type *

Acquisition

Acquisition is the purchase of land or building for the purpose of using or building a cultural facility.

Renovation

Renovation is the act or process of giving a property a state of increased utility or returning a property to a state of utility through repair, addition, or alteration that makes possible a more efficient use.

New Construction

New Construction is constructing a Cultural Facility on property where no building previously existed.

7. Project Title

Mote SEA Multi-Purpose Room: Construction

8. Project Synopsis *

Briefly summarize the project. Indicate how you will use grant funds, the major work items involved and the end product.

The project will be to complete and outfit the 10,000 square foot Mote SEA Multi-Purpose Room with 6 ultra bright laser video projectors, 4 projection screens - two of which will be 25' wide and four of which are 20' wide to accommodate the room size, lighting controllers, audio systems and all necessary conduit and cabling. The total cost of this project is \$1,530,000. Mote is requesting \$500,000 toward the costs of video projectors and projector ceiling mounts. The video projectors will need to be at least 50,000 LM, laser projector and 8k resolution in order to meet the varied needs of the space.

9. Project Physical Location *

Street Address

N/A

City

Sarasota

State

FL

Zip

34235

County

10. Will the acquisition, renovation, or construction of your project only occur between July 1 of the first year of the grant period and June 1 of the second year of the grant period (23 months)? *

Yes (required for eligibility)

No

What was your Total Support and Revenue for the last completed fiscal year? *

\$27,151,991

C. Project Documents Page 3 of 13

1. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project) are... *

Complete (required for eligibility)

Not complete

2. Construction documents are... *

Complete

Not complete

Project Land and Building

3. Are you leasing the project land or building? *

No (If NO, proceed to question 4.)

Yes, the land and the building

Yes, the building

Yes, the land (If YES, skip question 3.2).

3.1. If leasing: How many years will remain on the land lease as of July 1 of the award year?

0

3.2. If leasing: How many years will remain on the building lease as of July 1 of the award year?

0

4. Who currently owns the land? *

Mote Marine Laboratory (as of July 31, 2021)

5. Who currently owns the building? *

N/A

6. How old is the building in years? *

0

D. Scope of Work Page 4 of 13

1. Project Description

Describe what you are going to build, what you are doing to renovate the building, or what are you acquiring. Indicate how grant funds and match will be spent. Provide a timeline of when grant funds and match will be expended. Discuss any grants applied for or received from the Division of Historical Resources for the grant period. The Cultural Facility Program is a bricks and mortar program. State funding is not to be used for the fabrication or design of exhibits, or for commercial projects. State funding may be used for parking facilities, sidewalks, walkways and trails, as long as those items do not comprise the entirety of the scope of work.

1.1. Construction/Renovation/Acquisition *

Only one of these categories may be funded through a single Cultural Facilities application.

What are you constructing, renovating, or acquiring? Be specific. (Example: 500 sq ft Visitor Center)

Grant funds will be used for the purchase and installation of electronic media equipment for the outfitting of the 10,000 square foot Mote SEA Multi-Purpose Room. This will include the installation of conduit, low voltage cabling early in the grant period. Video projectors, power conditioners, amplifiers, speakers, hard wired microphones, powered projector screens and lighting controls. All of these items will be purchased and installed during the grant period.

1.2. Spending Plan *

Indicate how grant funds and match will be spent. (Examples: permitting, site preparation, flooring, windows, HVAC, signage, lighting). Discuss any grants applied for or received from the Division of Historical Resources for the grant period.

Grant funds and committed matching dollars will be used to complete and outfit the 10,000 square foot Mote SEA Multi-Purpose Room with 6 ultra bright laser video projectors, 4 projection screens - two of which will be 25' wide and four of which are 20' wide to accommodate the room size, lighting controllers, audio systems and all necessary conduit and cabling. The total cost of this project is \$1,530,000. Mote is requesting \$500,000 toward the costs of video projectors and projector ceiling mounts. The video projectors will need to be at least 50,000 LM, laser projector and 8k resolution in order to meet the varied needs of the space.

1.3. Project Timeline *

Provide a timeline. The timeline should include permitting, site preparation, and actual construction. The grant period is 23 months.

Installing of conduit and cabling systems would occur begin in August of 2022 while the walls, ceilings and floors are still open. This would take approximately 45 days. The purchase of the rest of the equipment would occur in January of 2024 and be completed by May 1, 2024.

E. Proposal Budget Page 5 of 13

1. Proposal Budget Summary *

Request Amount	\$500,000.00
Confirmed Matching Funds	\$1,030,000.00
Project Cost	\$1,530,000.00
Contingency	\$150,000.00

2. Have you requested or received funding from the Division of Historical Resources for this project? *

- Yes (not an eligible response)
 No

3. Are you requesting REDI match reduction? *

- Yes
 No

4. What other state dollars will go into the project?

#	Source	Amount

5. Proposal Expense Details*

List your estimated expenses and how they will be paid (from match, grant funds, or both). Only include expenses that are specifically related to the project. Expenses may include an actual amount to be paid or the value of an in-kind contribution. See Help: Proposal Budget Terms for expense category descriptions and columns. Round amounts to the nearest dollar. Rows must have a value in State, or Cash Match, or In-Kind Match. If all three columns are 0 or blank, the row will not be saved.

5.5. Site Construction

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Equipment Installation Labor	\$0	\$397,712	\$0	\$397,712
Totals:		\$0	\$397,712	\$0	\$397,712

5.14. Equipment

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	6 8K ultra bright laser video projectors	\$390,000	\$0	\$0	\$390,000
Totals:		\$500,000	\$282,200	\$0	\$782,200

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
2	Two retractable 25' wide screens	\$0	\$130,000	\$0	\$130,000
3	Four retractable 20' wide screens	\$0	\$72,000	\$0	\$72,000
4	Room controller for A/V	\$0	\$7,000	\$0	\$7,000
5	Four room controller switch bays	\$0	\$2,000	\$0	\$2,000
6	Two LED wall panel control interfaces	\$0	\$3,600	\$0	\$3,600
7	Custom interface controllers for Airplay	\$0	\$6,000	\$0	\$6,000
8	30 Ceiling speakers	\$0	\$21,000	\$0	\$21,000
9	Four handheld wirelss mics/recievers	\$0	\$2,000	\$0	\$2,000
10	Audio amplifiers	\$0	\$15,000	\$0	\$15,000
11	Audio Equalizers	\$0	\$3,000	\$0	\$3,000
12	Equipment Racks	\$0	\$2,000	\$0	\$2,000
13	Power conditioner/UPS	\$0	\$7,000	\$0	\$7,000
14	6 retractable projector ceiling mounts	\$110,000	\$11,600	\$0	\$121,600
Totals:		\$500,000	\$282,200	\$0	\$782,200

5.19. Electrical

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	low voltage A/V control cabling	\$0	\$185,423	\$0	\$185,423
2	High Voltage wiring to equipment, cieling and floor outlets	\$0	\$164,665	\$0	\$164,665
Totals:		\$0	\$350,088	\$0	\$350,088

State Total : \$500,000

Match Total (Cash + InKind) : \$1,030,000

6. How were your proposal expenses determined?

Explain how the estimated expenses in the Proposal Expense Details were derived, i.e. from an architect or engineer budget estimate, contractor quote, etc. You must provide documentation of the source of your proposal expenses as an attachment. See Guidelines:

Attachments and Support Materials.

The costs of goods and services reflected in the proposal budget are set by industry standards and in consultation with this project's construction and design firms and owner's representative, all of which have extensive experience in the construction and design of convention centers, themed entertainment facilities, museums and aquariums. Mote's architects, contractors and owners representatives work daily on projects of this size and greater, and are able to provide the most up-to-date date specifications and costs estimates available at this time. Prior to implementing this budget, Mote will, as needed, provide copies of all contracts, invoices, and bids pertaining to the expenses outlined in the proposal budget.

7. Proposal Income (Match) Details*

List your confirmed matching funds (resources presently available or pledged and designated to the project). You must provide documentation for matching funds at time of application. See Guidelines: Matching Funds Documentation. Include cash on hand, irrevocable pledges, and in-kind or donated services and materials. See See Help: Proposal Budget Terms for descriptions of income categories and columns. Round amounts to the nearest dollar.

Rows must have a value in Cash Match or In-Kind Match. If both columns are 0 or blank, the row will not be saved.

7.1. Private Support

Donations by individuals and non-corporate, non-government parties. Includes foundation grants awarded for this project (or a proportionate share of such grants allocated to this project), cash donations and the fair market value of donated goods or services (in-kind).

#	Source	Amount
1	Edward D & Anna Mitchell Family Foundation	\$750,000.00
2	Mary E. Parker Foundation	\$280,000.00

7.2. Corporate Support

Contributions to this project by businesses, corporations, and corporate foundations, or a proportionate share of such contributions allocated to this project.

7.3. Local Government Support

Contributions for this project by city, county, or other local government agencies, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations. Note: If the applicant is a city, county, or other local government agency, then their cash support should be shown under Applicant Cash and explained in the Budget Detail.

7.4. Federal Government

Support for this project by agencies of the federal government, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations.

7.5. Applicant Cash

For the proposal budget, these are temporarily restricted funds and irrevocable pledges the applicant will dedicate to the project. Applicant cash must be documented with copies of financial statements from financial institutions, copies of grants and signed irrevocable pledges.

F. Matching Funds Page 6 of 13

1. Match Summary *

#	Match Type	Amount	% of confirmed match
1	Cash	\$1,030,000.00	100 %

2. Are these matching funds being used to match any other Department of State grants? *

Yes (not an eligible response)

No

Donor Profile

3. How many donors are supporting the project? *

112

What is the smallest contribution received for the project? *

\$50

What is the largest contribution received for the project? *

\$26,000,000

6. What is the population size of the community the project serves? *

3,000,000

7. Donor Profile: Description of Donors *

Describe your donors (individual, local artist guild, parent teacher association, etc.). Additional donor information (including names) may be provided at your discretion. All information provided will become a part of public record. The Division must provide this information to the public on request.

To date, Mote has raised over \$75 million toward its overall \$130 million Mote SEA fundraising goal from a range of sources including several major in-kind commitments that ultimately reduce the overall costs of construction. Primary support includes public support, private philanthropy, and corporate support. The State of Florida, Sarasota County, and Manatee County have provided a combined \$28 million in support while private philanthropy and corporate support to date exceeds \$50 million. Industry

leaders such as Florida Power & Light Company, PGT Windows, Ajax Paving, and Anheuser-Busch are all providing in-kind support.

Mote is proud to announce that Mote SEA is attracting a broad base of community support at varying levels. Donors have contributed gifts that range from as little as \$50 to more than \$25 million— and each of these gifts count. The creation of Mote SEA is literally being made possible by the support of the community it will serve for decades to come.

8. Donor Profile: Percentage of Community Support *

Support Type	Percentage
Corporations	2 %
Foundations	6 %
Individuals	56 %
State	4 %
Other	32 %
Total:	100 %

G. Need for Project and Operating Forecast Page 7 of 13

1. Need for Project *

Describe your need for the project (or portion of the project on which grant funds will be spent). Discuss need for additional space (performance, exhibition, office, work, or storage) and your history of organization growth. Discuss increased square footage or increased utility. Reference long term construction or renovation needs documented in a long-range plan.

The creation of Mote SEA at Nathan Benderson Park is fundamental to Mote's long-term strategic plan. In order to meet the ever-increasing challenges our oceans face – from climate change and habitat loss to species conservation and marine debris – Mote science must grow. Toward that end, Mote's institutional priorities include expanding research infrastructure to create the capacity for new scientific discovery and technological innovation. The first step in achieving this plan is the construction of Mote SEA at Nathan Benderson Park.

The transformation and relocation of Mote's current aquarium will have the two-fold effect of expanding Mote's ability for education and outreach to diverse audiences while also freeing up more than 60,000 square feet of prime marine research laboratory space at Mote's current location. The long-term plan is to convert Mote Marine Laboratory into an International Marine Science, Technology and Innovation Park that will provide Mote scientists, research and technology partners, and scientific entrepreneurs the space needed for expanded research and collaboration.

2. Operating Forecast Detail *

Describe how the space will be used and the related costs. Incorporate budgetary figures where appropriate. You may reference a budget spreadsheet (provided as support material) or incorporate the revenue and expense figures into the narrative. Consider both staffing and programming needs. Include:

- New staff that will be needed
 - Programs that will be added, expanded or improved
 - Additional expenses to the organization
 - New revenue sources that will be used to offset the added expense
-

While it is true that the new Mote Science Education Aquarium is nearly double the square footage as the existing facility the staff and operating expenses will not need to double in size. Many of the current aquarium exhibits and therefore filtration systems, heating and cooling systems were built in the early 1990's and although upgraded over the years are still all manually operated. The new Mote SEA will use the latest in automated systems, centralized heating and cooling/heat exchanger loops and monitoring systems. Increases in dive operations staff and education staff are due to increased programming like guest dive experiences, greatly increased educational offerings and increased hours of operations. These will also be revenue generating. Extensively curated behind the scenes tours are also planned, and are being carefully designed in the planning process to maximize the guest experience. These too will be at extra. Over the last 6 years of planning we have development and reviewed all the operating expenses and income projections with three external consultants who specialize in these types of attractions. All agree that the new Mote SEA will be very successful continuing Mote's positive operating status and in fact greatly increasing it.

3. Fiscal Stability *

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposed acquisition/renovation/new construction after the grant period.

Mote receives both public and private support. Key foundation donors include The Economos Foundation, Alfred and Ann Goldstein Foundation, Charles and Margery Barancik Foundation, Community Foundation of Sarasota County, Manatee Community Foundation, Gulf Coast Community Foundation, and Disney Conservation Fund, among others. Federal, state and local agencies such as the National Science Foundation, Environmental Protection Agency, US Fish and Wildlife Service, National Aeronautics and Space Administration, the Florida Fish and Wildlife Conservation Commission, and the Sarasota and Monroe County Tourist Development Commissions also provide support. Corporate support includes Macy's, Inc., PNC Wealth Management, Wells Fargo Community Grants Program, Bank of America, and Enzymedica, Inc.

Support for Mote SEA fits a similar profile with commitments from both public and private entities – some of which have historically supported Mote and many of which are newly committed to this effort. Examples of the latter include the Mitchell Family Foundation, Florida Power & Light Co., PGT Glass, and the Department of Economic Opportunity. Upon completion, Mote SEA will be sustained through revenue, supplemented by philanthropy when the opportunity arises. Mote’s current aquarium has for decades prided itself on being a net positive operation with aquarium revenues that not only enable the aquarium to be self-sustaining, but also contributing to ongoing research and education at Mote. Feasibility studies conducted for Mote SEA by Schutz and Williams forecast the continuation of this trend, enabling Mote SEA to be fully self-sustaining once it is open to the public. Further, with a vast array of educational and community programming slated to occur inside the new Mote SEA, opportunities for philanthropic support of particular programs or special exhibits will be pursued where appropriate.

4. Changes in Operating Expenses* *

#	Description	Award Year Expenses	Project Completion Year Expenses	Expenses 1 Year After Completion
1	Salaries and Benefits	\$3,560,175.00	\$5,800,000.00	\$6,120,000.00
2	Animal care and saltwater	\$239,500.00	\$825,000.00	\$955,000.00
3	Utilities	\$353,679.00	\$658,000.00	\$700,000.00
4	Insurance	\$99,246.00	\$245,000.00	\$250,000.00
5	Promotion and Advertising	\$136,000.00	\$325,000.00	\$425,000.00
6	Operations Contingency	\$200,000.00	\$400,000.00	\$800,000.00

5. Changes in Operating Income* *

#	Description	Award Year Income	Project Completion Year Income	Income 1 Year After Completion
1	Admissions	\$5,308,000.00	\$12,250,000.00	\$12,800,000.00
2	Special Guest Experiences	\$120,250.00	\$425,000.00	\$675,000.00
3	Net Retail and F&B	\$501,275.00	\$950,000.00	\$1,900,000.00
4	Net Membership	\$975,200.00	\$1,400,000.00	\$1,550,000.00

5	Education programs	\$137,000.00	\$150,000.00	\$184,000.00
6	Facility Rentals	\$12,000.00	\$800,000.00	\$950,000.00

H. Project Impact Page 8 of 13

1. Community Impact of Project *

Discuss how the project will serve the city, county, or region, especially regarding new or improved programming and community services. Include information on:

- organizations and local artists that will use the facility
- educational or research opportunities
- access for underserved groups
- economic, historical, environmental or architectural significance

If the matching funds for the proposed project are from a single source (i.e. County/Municipality Resolution, single donor, etc.), include information on efforts to include the community in the needs assessment and planning stages of the project.

Built to accommodate 1 million visitors per year, Mote SEA will welcome an estimated 700,000 visitors in its first year of operations, and is projected to serve nearly 70,000 local K-12 students annually. Mote is a national leader in informal science education and the new Mote SEA facility will exponentially expand Mote's ability to provide engaging, hands-on experiences with new content for all who visit.

Underserved students from will especially benefit from Mote SEA with free, year-round access to three state-of-the-art Teaching Laboratories that will be staffed by Mote educators and scientists. Mote will work collaboratively with local school systems to facilitate free access. Additionally, every Title I student in the region will receive an annual pass so that they and their families can enjoy all that Mote SEA has to offer, regardless of their ability to pay. Approximately 20,000 students from 39 Title I schools will benefit.

The impact of Mote SEA will be a positive one for Mote's many community partners as well. These include but are not limited to: Sarasota and Manatee County Schools, Boys & Girls Clubs, Easterseals, Girls Inc., Lighthouse Vision Loss Education Center, Pace Center for Girls, Unidos Now, Visible Men Academy, and the YMCA.

Mote SEA will be the only marine science education aquarium focused on highlighting marine research here in Florida and around the world. It will be the only aquarium anywhere to offer on-site STEM educational experiences in working laboratories staffed by working marine scientists, while also increasing ocean literacy for hundreds of thousands of visitors each year through interaction with and interpretation of live marine animals. Mote SEA's three Teaching Laboratories will focus on Ocean Technology, Marine Biomedical, Immunology and Microbiology, and Marine Ecology; each with its own annual calendar of educational, hands-on programming. Mote SEA will also have a large, Multi-Purpose Room available for community events and providing an additional venue for a vast array of community programs such as lifelong learning programs, special lectures with visiting scientists, and temporary exhibitions.

On a national scale, Mote SEA will rival some of the best aquariums including Monterey Bay Aquarium and Georgia Aquarium—the latter having been designed by the same preeminent design firm with whom Mote is building its 110,000 square feet of exhibition space

Throughout the design and construction phases, Mote SEA will have produced an estimated \$280M in direct and indirect expenditures and generated more than 3,000 jobs. Once Mote SEA opens to the public, it will support 260 jobs and provide \$28 million in economic impact, annually, more than doubling the current Aquarium's annual economic impact. Annual net profits of an estimated \$4M will support scientific research and educational programming for our community, just as the current Aquarium's net proceeds generate revenue for research and education.

By providing jobs, attracting local, national and international visitors, and offering unparalleled access to marine STEM resources for students, teachers and families throughout the region, Mote SEA will support the growing vitality of our region while delighting and inspiring hundreds of thousands of annual visitors.

2. Financial Impact of Project *

Discuss the financial impact the project will have on your operations, maintenance, and programming. Address plans for community development, fundraising campaigns, operational grants, and endowment opportunities.

As was previously mentioned, Mote SEA will be sustained primarily by the revenue it generates. With a vast array of programming opportunities available at Mote SEA, there will also be corresponding opportunities to seek discretionary support for special programs and exhibits. The monetary value of educational programming that will be offered free of charge to local students is currently estimated at \$3.5M per year. In addition, Mote SEA's prominent profile as a community resource for science-minded students, Mote will very likely pursue education-specific grants as well as corporate support for curricular resources as well as student fellows affiliated with Mote SEA's three STEM Teaching Laboratories.

By locating Mote SEA at a growing nexus between two counties, Mote will have the opportunity to reach new constituencies in one of the fastest growing regions of the state. This expanded reach will undoubtedly provide Mote with the increased potential to secure operational grant funding. Similarly, because Mote SEA will be reaching a much broader segment of the population, there will be opportunities to encourage the public to provide endowment support to Mote through the planned giving efforts of Mote's Board of Trustees and staff.

Locating Mote SEA in eastern Sarasota County will also pave the way for Mote to evolve its current laboratory campus into an enhanced International Marine Science, Technology and Innovation Park, providing Mote researchers, science and technology entrepreneurs, and their international partners much-needed facilities for expanded research. Mote envisions that the current Mote Marine Laboratory will become the catalyst for a new 'Silicon Valley' of marine science and technology in Southwest Florida. The innovations and intellectual property generated by Mote and a growing marine science and technology sector will be the fuel for an expansion of Florida's blue economy, with impacts felt well beyond our state.

3. Environmental Impact of Project *

Discuss the impact your project will have on Florida's environment. Describe any environmentally friendly/sustainable aspects of your facility (existing or planned). Consider:

- Impact on human health and the environment (light pollution, low emitting materials, etc.)
- LEED, Energy Star or green building certifications
- Water and energy efficiencies
- Site features (building reuse, habitat preservation, etc.)

With more than one million gallons of water supporting myriad living species, energy and water efficiencies at Mote SEA will be paramount. Mote SEA will feature a unified heating and cooling system that runs the entire building and all the exhibits. Since different animal habitats need to be kept at different temperatures, each will be connected to a cool water and hot water loop via heat exchangers to achieve the maximum flexibility. All lighting will be via highly efficient LED's. There is an engineered gap of a few feet between the concrete core of the building and the skin which allows for air movement; the skin also shades the core of the building reducing thermal gain throughout the day. Finally, minimum use of glass windows on the exterior of the building will reduce solar gain and allow for customize lighting for each area and exhibit. Multiple electric vehicle charging stations will be available on site, as is the case at Mote's current location, and Mote is working closely with FPL to identify additional energy saving strategies.

Since saltwater at an inland facility is a valuable commodity, the life support systems will use freshwater backwash, rather than existing exhibition saltwater, to filter waste. The recirculating backwash recovery system which includes a large sand lot for filtration purposes will concentrate waste and minimize both saltwater and freshwater use. Such a system also keeps saltwater out of municipal waste water systems, helping to keep municipal water supplies clean.

Mote's mechanical engineers (www.exp.com) are world leaders in this field and will calculate total cost and energy savings once we have they have final construction drawings that include these and other details.

I. Project Team Page 9 of 13

1. Organization Staff - (Maximum characters 1655.) *

List the organization staff dedicated to the completion of the project and their project related responsibilities. How many paid staff will be dedicated to this project?

Mote has retained tvsdesign, a world-class architecture firm, to work with Sarasota-based Willis A. Smith Construction and Whiting Turner Construction on all final aspects of design. The firm was selected through a competitive bid process and chosen because of their expertise in designing similarly large and complex structures including Nanchang Aquarium and Georgia Aquarium. In addition, the following Mote individuals play a key role in planning:

Dr. Michael Crosby, President & CEO has more than 30 years of multi-disciplinary research, teaching, science management, and leadership experience. He is devoting 30% of his time to Mote SEA.

Dan Bebak, Vice President of Aquarium, Education, and Outreach, is devoting 75% of his time to overseeing the planning and preparation of Mote SEA and education and outreach initiatives.

Michael Moore, Special Advisor, Office of the President, is devoting 75% of his time to secure the \$130 million required for the creation of the new Mote SEA.

Evan Barniskis, Associate Vice President for Mote Aquarium, is devoting 50% of his time to the planning and preparation overseeing of the daily operations of Mote SEA, including guest services, exhibits, and animal husbandry.

Aly Busse, Associate Vice President of Education, oversees Mote's Education Division, including all Mote Education programs, community outreach, internships, volunteers, and MarSci-LACE interns. Aly is devoting 50% of her time to the planning and preparation of Education at Mote SEA.

As Mote SEA prepares to open to the public, additional key personnel will include Mote's Director of Education who will oversee the Mote SEA Teaching Labs and Educational Engagement, Mote's Manager of School Programs who will run outreach and in-house programs, and Mote's Director of Membership and Guest Services who will run admissions, memberships, and guest experiences

2. Project Team

List the project team including the names of the architect, engineer, design consultants, and general contractor. A licensed contractor or architect must be hired to manage and certify the Scope of Work. A project team must be named to be considered for funding.

2.1. Project Architect/Engineer *

Saluation

Project Architect/Engineer

Mr.

First Name

Rob

Last Name

Okeefe

2.2. Project Contractor

Saluation

Project Contractor

Mr.

First Name

Tony

Last Name

Harding

2.3. Additional Project Team Information - (Maximum characters 1655.)

Owners Representative: Arthur Price with Acomb, Ostendorf & Associates

Business Planing and Proforma: Joni Newkirk with Integrated Insight

Food and Beverage Consultants: Tracy Lawler with JGL Consulting

Civil Engineers: Clint Cuffle with WRA Engineering

Geo-technical Engineers: Robert Gomez with Universal Engineering

Traffic and Parking Consultants: Chris Hatton with Kimley Horn

Structural Engineers: Richard Temple with Walter P. Moore Engineering

MEP Engineering: Daniel Christman with EXP Engineering

Landscape Architects: Keith Bongrino with LandDesign

Life safety/Fire: Andrew Newman with Howe Engineering

Exhibit Design: Steve Lenox with Roto

Animal Life Support Systems: Chris Eccles with PGA Global

J. Attachments and Support Materials Page 10 of 13

1. Required Attachments

Attachments may be of any of the following formats:

- documents (.pdf, .txt, .doc, .docx, etc) up to 10 MB
- images (.jpg, .gif, .png, .tiff etc) up to 5MB
- audio/video files (.mp3, .mp4, .mov, or.wmv) up to 200 MB

MacOS productivity files such as Pages, Keynote, and Numbers are not acceptable formats. Please save these file types in .pdf format before submission.

1.1. Matching Funds Documentation (include a list or spreadsheet with totals with documentation) *

File Name	File Size	Uploaded On	View (opens in new window)
Cash On Hand_Restricted Mote SEA Construction Account_03 19 2021.pdf	28 [KB]	5/26/2021 2:42:29 PM	View file

1.2. Documentation of Unrestricted Use *

File Name	File Size	Uploaded On	View (opens in new window)
Lease Agreement and Land Purchase Documentation_Mote SEA.pdf	1067 [KB]	5/26/2021 1:28:06 PM	View file

1.3. Documentation of Total Support and Revenue *

File Name	File Size	Uploaded On	View (opens in new window)
FY20 Audited Financials_Mote Marine Laboratory.pdf	531 [KB]	5/24/2021 2:08:18 PM	View file

1.4. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project) *

File Name	File Size	Uploaded On	View (opens in new window)
50% Construction Documents_Technical Drawings_Vol 1 of 2_2021.05.21.pdf	455148 [KB]	5/24/2021 4:55:33 PM	View file

1.5. Documentation of Arts and Cultural Programming *

File Name	File Size	Uploaded On	View (opens in new window)
Documentation of Arts and Culture Programming_Aquarium Brochure_05.2021.pdf	4218 [KB]	5/28/2021 10:47:40 AM	View file

1.6. Documentation of Project Support *

File Name	File Size	Uploaded On	View (opens in new window)
Mote SEA Support Letters_May 2021_ Buchanan, Gruters, Benderson, FPL, Sarasota County, Manatee County.pdf	416 [KB]	5/28/2021 10:48:14 AM	View file

1.7. IRS Determination Letter (not required for Public Entities (County or Municipality) *

File Name	File Size	Uploaded On	View (opens in new window)
Mote Marine Laboratory 501c3 IRS Letter.pdf	357 [KB]	5/24/2021 2:07:01 PM	View file

1.8. Current Substitute W-9 *

File Name	File Size	Uploaded On	View (opens in new window)
Substitute W-9_Mote Marine Laboratory_2021.pdf	33 [KB]	5/28/2021 10:48:26 AM	View file

2. Required Attachments for acquisition applications only**2.1. Appraisal prepared by a Florida State Certified General Real Estate Appraiser****2.2. Title Search****2.3. Executed option or purchase agreement****2.4. Certified land survey****3. Optional Support Materials**

File	Title	Description	Size	Type	View (opens in new window)
OceansForAll_MoteCaseForSupport_ffw.pdf			2760 [KB]		View file
50% Construction Documents_Technical Drawings_Vol 2 of 2_2021.05.21.pdf	50% Construction Documents Vol 2 to accompany Vol 1 1		240633 [KB]		View file
Mote SEA Public Donor List as of May 26, 2021.pdf	Mote SEA Public Donors List		580 [KB]		View file
Cost of Goods Confirmation_Arthur Price Owner's Rep_05.27.21.pdf	Cost of Goods Confirmation Email_Owner's Rep_05.27.21		66 [KB]		View file

3.1.

K. Notification of International Travel Page 11 of 13

In accordance with Section 15.182, Florida Statutes, the grantee shall notify the Department of State of any international travel at least 30 days before the date the international travel is to commence or, when an intention to travel internationally is not formed at least 30 days in advance of the date the travel is to commence, as soon as feasible after forming such travel intention. Notification shall include date, time, and location of each appearance.

1. Notification of International Travel

I hereby certify that I have read and understand the above statement and will comply with Section 15.182, Florida Statutes, International travel by state-funded musical, cultural, or artistic organizations; notification to the Department of Economic Opportunity.

L. Florida Single Audit Act Page 12 of 13

1. Florida Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with Section 215.197, Florida Statutes, Florida Single Audit Act and the policies and procedures established by the Division of Cultural Affairs.

M. Review & Submit Page 13 of 13

1. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.701, Florida Statutes and incorporated by reference into Rule 1T-1.039, Florida Administrative Code.

2. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Mote Marine Laboratory, Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

2.1. Signature (Enter first and last name)

Karen Stults